



## Best In Class Solutions for Household and Property

### Our firm

Teresa Leigh Household Risk Management is a subject matter expert in the management of the affluent household. Our expertise in household and staffing operations provides the very specialized knowledge needed to address client, employee, and subcontractor relationships. Our goal is to create harmony in every client's household. Whether setting up a new household, hiring staff, creating order from chaos, mediating disputes or providing human resources documentation we are there to provide our clients with unbiased counsel and guidance.

The foundation of this process is simple: we listen carefully to our clients, immersing ourselves in the history of their lives to gain insight and understanding into their unique situations. From this information, a plan of action is developed to offer education, guidance, and support providing immediate problem resolution.

### Our unique features

Over twenty-eight years of experience managing the complexities of the affluent household offers us keen insight into the intimate lives and needs of these unique homeowners.

Ms. Leigh is a recognized industry leader and educator in this very specialized field. Ms. Leigh has written and consulted on numerous articles and white papers for various publications. She is a published author on key household and risk management topics unique to the affluent homeowner.

### SPEAKING ENGAGEMENTS

Private Asset Management  
2011 Fall Event / November 2011 / New York, NY

Family Wealth Alliance  
2011 Spring Event / May 2011 / Chicago, IL

Family Wealth Alliance  
2010 Alliance U / March 2010 / Chicago, IL

Institute for Private Investors  
2009 Spring Forum / May 2009 / New York, NY

Family Office Exchange (FOX)  
2009 Financial Executives Forum / July 2009 / Chicago, IL

9th Annual LIDO Family Office Wealth Conference  
September 2008 / Laguna Beach, CA

### MEDIA

*How the Rich Get It Right*  
Investments & Wealth Monitor  
September/October 2011

*10 Questions for Your Personal Chef*  
Worth Magazine / April 2010

*6 Questions for Your Executive Assistant*  
Worth Magazine / January 2010

*The Domestic Staffing Cycle: From Hiring to Firing*  
HUB International Personal Insurance  
Whitepaper / 2007 and 2009

*A Good Man is Hard to Find*  
Private Wealth Magazine / June-July 2007

### AT A GLANCE

Highlights: Assisting clients across the United States with practical solutions for their staffing, household and property needs e.g. long term employment, human resources, mediation, counseling, theft prevention and operational maintenance. Our goal is to create harmony within our clients' households.

Years of Experience: 28

Client/Advisor Ratio: 5:1

Success Rate: 98%

Office Locations: Raleigh, NC and New York, NY  
Providing client services nationwide

### Our areas of expertise

- Hiring staff for household, property, and the family office
- Household and property management
- Creating and maintaining harmony within the household
- Personality, integrity, and skill testing of candidates
- Human resource management
- Federal and state employment law compliance
- Mediation, counseling and problem solving
- Operational management and bill pay

### Our strengths

Our methods enable us to quickly identify the problems or risk areas within the household and to clearly communicate solutions to the high net worth client. We provide our clients with time saving, common sense services which support the goal of maintaining a low risk household with fiscally responsible property management. We work tirelessly to protect our clients by carefully vetting and referencing all who seek access. This approach allows our clients to live

### Our typical client

Our clients are G1, G2 and G3 individuals or families and newly affluent, high-profile individuals or families.

We offer advisory services to wealth managers, financial advisors and insurance brokers who are seeking assistance for their high net worth and high-profile clients.

### Little-known facts about our firm

Teresa Leigh Household Risk Management is approved to offer specialized educational programs that are accepted for CIMA®, CPWA®, Certified Financial Planner® and Insurance continuing education credit.

We offer Human Resource Management, counseling, and staffing to Single Family Offices and families throughout the U.S.

TLHRM employs an in-house research team to provide cutting-edge research in the following areas: state and federal employment law changes; social movements affecting domestic workers; and crime and fraud inside the household. Our research is published on a quarterly basis.

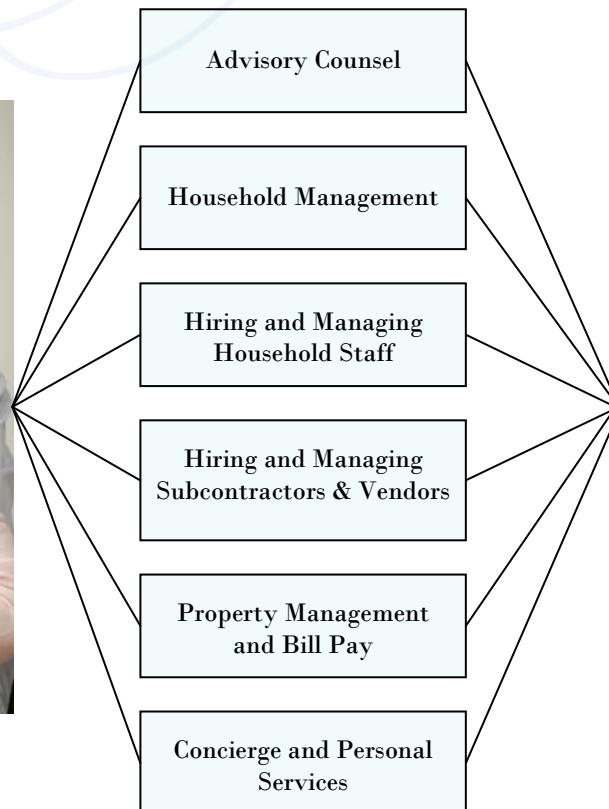


teresa leigh  
household risk management

Client



Client Needs



Solution



**Value-added service: making the connection for a safe and happy household**

#### Case Studies:

SFO principal was seeking new staff for his households: house manager, executive personal assistant, and housekeepers. TLHRM was able to quickly locate the best in local staff, interviewing to match personalities, administering personality and skill testing to candidates, and developing a plan to retain staff. Principal continues to retain TLHRM to oversee the management, payroll, and Human Resources for their household and property employees.

G2 of an SFO required immediate direction and guidance in controlling operational costs and solving staffing issues for multiple residences. TLHRM's expertise provided optimal oversight as required by the client through evaluation of personnel, accounting and invoice reviews, payroll management, and subcontractor and household staff management at each location saving the client millions in potential overcharges and liability risk. Principal continues services with TLHRM.

**Providing client services nationwide**